

## Message Text

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ORIGIN EB-08

INFO OCT-01 AF-10 EUR-12 ISO-00 COME-00 XMB-02 CAB-02  
CIAE-00 DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 L-03  
NSC-05 SS-15 /065 R

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DOC/TECD:RMYERS  
AF/W:BSKIRKPATRICK  
EXIM:RGUADAGNOLI  
-----054515 272333Z /70  
P R 272146Z SEP 77  
FM SECSTATE WASHDC  
TO AMEMBASSY CONAKRY PRIORITY  
INFO AMEMBASSY PARIS  
AMEMBASSY ROME

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ROME PASS RCAA

E.O. 11652: N/A

TAGS: EAIR, GV

SUBJECT: BOEING SALES TO GUINEA

REFS: (A) CONAKRY 1660, (B) PARIS 27902, (C) CONAKRY 1778

1. DOC, LOCAL BOEING OFFICIALS AND DEPARTMENT APPRECIATE EMBASSY'S REPORT ON AIRCRAFT SALE AND LEASE OPPORTUNITIES IN GUINEA. AS EMBASSY HAS OBSERVED IN REFTEL A THE MAIN OBSTACLE TO B737 PURCHASE WILL BE GOG CREDITWORTHINESS.

2. SINCE GUINEA HAS ACCEPTED BOEING'S LETTER OF PROPOSAL  
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FOR A B737 FOR DELIVERY IN 1979 (REFTEL B), THE SEARCH FOR FINANCING WILL NOW COMMENCE IN EARNEST. EXIM HAS ALREADY RECEIVED INFORMAL APPROACHES FROM BOEING, WHO ALSO INFORMED DEPTOFF THAT GUINEA WOULD MAKE A DOWNPAYMENT AND SIGN A DEFINITIVE PURCHASE AGREEMENT FOR THE B737.

3. AS EMBASSY ANTICIPATED, EXIM ADVISED DEPTOFF THAT IF GOG SUBMITS AN APPLICATION IT WILL BE CONSIDERED ON ITS MERITS;

HOWEVER, IN VIEW OF GOG FINANCIAL POSITION, IT WILL BE DIFFICULT FOR EXIM STAFF TO BE POSITIVE. NONETHELESS, EXIM EMPHASIZED THAT A FINAL DETERMINATION CAN ONLY BE MADE FOLLOWING A FULL REVIEW OF A FORMAL APPLICATION AND ITS ACCOMPANYING SUPPORTING DATA.

4. EMBASSY OBSERVATION REGARDING MARKET OPPORTUNITIES AVAILABLE TO US AVIATION PRODUCTS AS A CONSEQUENCE OF THIS POSSIBLE AIRCRAFT SALE/LEASE ARE ALSO APPRECIATED. FORTUNATELY, BOEING'S "STEP BY STEP APPROACH" SEEMS WELL SUITED TO ENABLE THE GOG TO RECOGNIZE THE NECESSITY FOR ADEQUATE SUPPLEMENTARY EQUIPMENT AND PROPER TRAINING FOR

THEIR PILOTS AND TECHNICIANS. WHETHER OR NOT THE SALE OF A B737 OCCURS IN MID-1979, THIS RECOGNITION COULD BE A BENEFICIAL FALLOUT WHICH, PROPERLY DEVELOPED, COULD SERVE TO SUSTAIN GOG'S DESIRE TO OBTAIN US AVIATION/AVIONICS PARTS AND COMPONENTS AND TO OTHERWISE PERPETUATE A DIALOGUE WHICH MAY CREATE OTHER OPPORTUNITIES IN OTHER AREAS.

5. THE B707 WET LEASE IS ANOTHER MATTER. BOEING IS ACTIVELY ASSISTING GOG TO OBTAIN A B707 AND HAS LOCATED SEVERAL AIRCRAFT WHICH MAY MEET GOG NEEDS. AS EMBASSY IS AWARE, LATE LAST WEEK BOEING'S AGENT IN PARIS, JOHN FITZGERALD, WHO IS WORKING CLOSELY WITH THE GOG AMBASSY LIMITED OFFICIAL USE

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DOR THERE, LOCATED AN AER LINGUS B707 FOR USE ON A SHORT TERM WET LEASE STARTING OCT. 15 AND A QUANTAS B707 FOR USE ON A LONG TERM LEASE STARTING IN NOVEMBER.

6. ALTHOUGH THE AER LINGUS DEAL FELL THROUGH (REFTEL C), AIR GUINEA SHOULD BE APPROACHED SOON FROM OTHER POTENTIAL LESSORS, FOR COMMERCE HAS INFORMED ALL US COMMERCIAL OPERATORS OF B707S OF THIS POTENTIAL WET LEASE OPPORTUNITY. WHILE IT IS IMPOSSIBLE TO GUARANTEE AIR GUINEA THAT THEY WILL BE ABLE TO OBTAIN A B707 ON THE DATE THEY DESIRE AND FOR THE PERIOD OF TIME THEY REQUIRE, AIR GUINEA CAN BE ASSURED THAT THEIR NEED FOR A B707 IS NOT BEING OVERLOOKED.

7. FYI: IN THE NOTIFICATIONS WHICH ANNOUNCED THIS LEASE OPPORTUNITY TO US OPERATORS OF B707S, IT WAS SUGGESTED EMBASSY BE PROVIDED COPIES OF ALL CABLED LEASE OFFERS SENT TO AIR GUINEA.

8. ACTION REQUESTED: BECAUSE GOG IS MOST INSISTENT ON OBTAINING A JET AIRCRAFT CAPABLE OF LONG RANGE FLIGHT WITH LARGE PASSENGER LOADS, SUGGEST EMBASSY DETERMINE IF AIR GUINEA WOULD AGREE TO A DC8 WET LEASE. IF THEY WILL,

IT WILL AT LEAST EXPAND THE PROBABILITY OF MEETING THEIR  
OCT. 10 DEADLINE. VANCE

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
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**Disposition Date:** 22 May 2009  
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